MUR # 7314

## OFFICE OF GENERAL COUNSEL

# BEFORE THE JAN 24 PM 12: 57 FEDERAL ELECTION COMMISSION

Brad Woodhouse American Democracy Legal Fund 455 Massachusetts Avenue, NW Washington, DC 20001

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Complainant,

National Rifle Association of America 11250 Waples Mill Road Fairfax, VA 22030

National Rifle Association Institute for Legislative Action 11250 Waples Mill Road Fairfax, VA 22030

Respondents.

#### **COMPLAINT**

Complainant files this complaint with the Federal Election Commission (the "FEC" or "Commission") under 52 U.S.C. § 30109(a)(1) against the National Rifle Association of America ("NRA") and the National Rifle Association Institute for Legislative Action ("NRA-ILA") (collectively, "Respondents") for violating the Federal Election Campaign Act of 1971, as amended (the "Act") and Commission regulations, as described below. According to news sources, the Federal Bureau of Investigations ("FBI") is currently investigating whether Respondents received illegal contributions from foreign nationals in connection with the 2016 presidential election. Given the severity of these allegations, we request an immediate investigation by the Commission into these claims, both to determine the scope of any violations and to take appropriate remedial action against Respondents.

#### A. Factual Background

Organized as a nonprofit corporation under Section 501(c)(4) of the Internal Revenue

Code,¹ the NRA considers itself "the premier firearms education organization in the world."

The NRA's separate segregated fund—the National Rifle Association of America Political

Victory Fund ("NRA-PVF")—is currently registered with the FEC as a political committee,

financing political activity in connection with federal and nonfederal elections around the

country.³ The NRA-ILA is the lobbying arm of the NRA—its legislative programs and

activities are reported each year on the NRA's Form 990 tax returns.⁴ The NRA, NRA-ILA, and

NRA-PVF spent nearly \$55 million dollars in connection with federal elections in 2016.⁵ Of that

\$55 million, \$30 million was spent in support of Republican candidate Donald Trump, which is

"triple what the group devoted to backing Republican Mitt Romney in the 2012 presidential

race." The majority of money spent by the NRA in connection with the 2016 presidential

election was reportedly spent by the NRA-ILA, which is not required to disclose its donors to the public.'

According to news sources, "links between Russia and the NRA have drawn the attention of federal investigators" raising the question of "whether a top Russian banker with ties to the Kremlin illegally funneled money to the National Rifle Association to help Donald Trump win the presidency." The Russian banker in question, Alexander Torshin, currently serves as the

<sup>&#</sup>x27;National Rifle Association of America, 2015 Form 990 (excerpts attached as Exhibit A).

<sup>&</sup>lt;sup>2</sup> A Brief History of the NRA, National Rifle Association, available at https://home.nra.org/about-the-nra/.

<sup>&</sup>lt;sup>3</sup> National Rifle Association of America Political Victory Fund, FEC Statement of Organization (filed Nov. 19, 2015).

<sup>\*</sup> See 2015 Form 990, supra note 1, Part III, Line 4c (reporting more than \$24 million on legislative programs).

<sup>&</sup>lt;sup>5</sup> Peter Stone & Greg Gordon, FBI Investigating Whether Russian Money Went to NRA to Help Trump, McClatchy (Jan. 18, 2018), available at <a href="http://www.mcclatchydc.com/news/nation-world/national/article195231139.html">http://www.mcclatchydc.com/news/nation-world/national/article195231139.html</a>; see also NRA Outside Spending Summary 2016, OpenSecrets.org, available at <a href="https://www.opensecrets.org/outsidespending/detail.php?cmte=National%20Rifle%20Assn&cycle=2016">https://www.opensecrets.org/outsidespending/detail.php?cmte=National%20Rifle%20Assn&cycle=2016</a> (last accessed Jan. 21, 2018).

<sup>&</sup>lt;sup>6</sup> Stone & Gordon, supra note 5; see also NRA Outside Spending Summary 2012, OpenSecrets.org, available at <a href="https://www.opensecrets.org/outsidespending/detail.php?cycle=2012&cmte=National+Rifle+Assn">https://www.opensecrets.org/outsidespending/detail.php?cycle=2012&cmte=National+Rifle+Assn</a> (last accessed Jan. 21, 2018).

<sup>&</sup>lt;sup>1</sup> Stone & Gordon, supra note 5; see also General Instructions for Schedule B, Form 990, available at <a href="https://www.irs.gov/pub/irs-pdf/1990czb.pdf">https://www.irs.gov/pub/irs-pdf/1990czb.pdf</a>.

deputy governor of Russia's central bank and "is known for his close relationships with both Russian President Vladimir Putin and the NRA."

Mr. Torshin's ties to the NRA date back to 2011, when he was introduced to the organization's president and invited to attend subsequent NRA conventions in the United States. With his so-called protégé, Maria Butina, Torshin eventually helped create a similar gun rights group in Moscow called the "Right to Bear Arms." Through this organization, Torshin and Butina met fellow NRA member and conservative operative Paul Erickson — an adviser to the Trump transition team who helped raise money for the NRA. In 2015, Torshin and Butina "hosted a luxurious trip to Russia for NRA leaders" including Mr. Erickson and other top-level NRA donors. The following year, Ms. Butina and Mr. Erickson incorporated a company together in Mr. Erickson's home state of South Dakota: Bridges LLC. While it is not clear what the company does and "[p]ublic records don't reveal any financial transactions involving Bridges [LLC]...Erickson said the firm was established in case Butina needed any monetary assistance for her graduate studies."

155023024203221157 (last accessed Jan. 21, 2018).

Stone & Gordon, supra note 5; Lois Beckett, FBI Investigates Whether Russia Banker Used NRA to Fund Trump Campaign - Report, The Guardian (Jan. 18, 2018), available at <a href="https://www.theguardian.com/us-news/2018/jan/18/trump-nra-fbi-alexander-torshin-russia-investigation">https://www.theguardian.com/us-news/2018/jan/18/trump-nra-fbi-alexander-torshin-russia-investigation</a>.

Stone & Gordon, supra note 5; see also Rosalind S. Helderman & Tom Hamburger, Guns and Religion: How American Conservatives Grew Closer to Putin's Russia, Wash. Post (Apr. 30, 2017), available at <a href="https://www.washingtonpost.com/politics/how-the-republican-right-found-allies-in-russia/2017/04/30/e2d83ff6-29d3-11e7-a616-d7c8a68c1a66">https://www.washingtonpost.com/politics/how-the-republican-right-found-allies-in-russia/2017/04/30/e2d83ff6-29d3-11e7-a616-d7c8a68c1a66</a> story.html?utm tenn=.4385c90173b3.

<sup>&</sup>lt;sup>10</sup> Helderman & Hamburger, supra note 9; Stone & Gordon, supra note 5.

<sup>&</sup>quot;Stone & Gordon, supra note 5; Helderman & Hamburger, supra note 9.

<sup>&</sup>lt;sup>12</sup> Stone & Gordon, supra note 5; see also Michelle Goldberg, Is This the Collusion We Were Waiting For?, N.Y. Times (Jan. 19, 2018), available at <a href="https://www.nytimes.com/2018/01/19/opinion/nra-russia-investigation-trump.html">https://www.nytimes.com/2018/01/19/opinion/nra-russia-investigation-trump.html</a>; Michael Isikoff, White House Pulled out of Meet and Greet with 'Conservatives' Favorite Russian Over Suspected Mob Ties, Yahoo News (Apr. 2, 2017), available at <a href="https://www.yahoo.com/news/white-house-pulled-out-of-meet-and-greet-with-conservatives-favorite-russian-a-suspected-mobster-060026495.html">https://www.yahoo.com/news/white-house-pulled-out-of-meet-and-greet-with-conservatives-favorite-russian-a-suspected-mobster-060026495.html</a>.

<sup>&</sup>quot;Helderman & Hamburger, supra note 9; Goldberg, supra note 12.

"Stone & Gordon, supra note 5; Nicholas Fandos, Operative Offered Trump Campaign 'Kremlin Connection'
Using N.R.A. Ties, N.Y. Times (Dec. 3, 2017), available at <a href="https://www.nytimes.com/2017/12/03/us/politics/trump-putin-russia-nra-campaign.html">https://www.nytimes.com/2017/12/03/us/politics/trump-putin-russia-nra-campaign.html</a>; see also Bridges LLC Business Entity Detail, S.D. Sec'y of State, available at <a href="https://sosenterprise.sd.gov/BusinessServices/Business/FilingDetail.aspx?CN=064236191089001247030098158165">https://sosenterprise.sd.gov/BusinessServices/Business/FilingDetail.aspx?CN=064236191089001247030098158165</a>

<sup>15</sup> Stone & Gordon, supra note 5.

Relying on his NRA connections, news sources report repeated attempts by Mr. Torshin to contact the Trump campaign in 2016, specifically seeking a one-on-one meeting with Donald Trump. For example, in May of 2016, Mr. Erickson sent an email on Torshin's behalf to a Trump campaign advisor, "tr[ying] to arrange a personal meeting with Trump [in connection with] the NRA convention" in Louisville, Kentucky. According to news sources, the email from Erickson "bore the subject line 'Kremlin Connection" and explained that "Russia... was 'quietly but actively seeking dialogue with the U.S.' and would attempt to use the NRA's annual convention... to make 'first contact." While the Trump campaign declined Mr. Torshin's meeting request, Mr. Torshin did reportedly share a table with Donald Trump, Jr. during a private dinner at the convention that year, just before the NRA officially endorsed Donald Trump for president.

In June of 2016, Torshin tried to set up another "backchannel meeting between Trump and Torshin" but the campaign declined his request again.<sup>20</sup> Even after the election, Mr. Torshin continued to seek a meeting with now-President Trump, and was finally successful in scheduling a meet-and-greet with the President in connection with the National Prayer Breakfast in February of 2017.<sup>21</sup> That meeting was canceled at the last minute, reportedly due to recent allegations made by the Spanish Civil Guard that Mr. Torshin "directed dirty money" and aided in the money laundering of "ill-gotten gains through banks and properties in Spain."<sup>22</sup>

<sup>16</sup> Id.; Helderman & Hamburger, supra note 9; Goldberg, supra note 12.

<sup>&</sup>quot;Stone & Gordon, supra note 5; see also Fandos, supra note 14.

<sup>18</sup> Fandos, supra note 14.

<sup>&</sup>quot;Stone & Gordon, supra note 5; Helderman & Hamburger, supra note 9; Esteban Duarte, Henry Meyer & Evgenia Pismennaya, Mobster or Central Banker? Spanish Cops Allege This Russian Both, Bloomberg Markets (Aug. 9, 2016), available at <a href="https://www.bloomberg.com/news/articles/2016-08-09/mobster-or-central-banker-spanish-cops-allege-this-russian-both">https://www.bloomberg.com/news/articles/2016-08-09/mobster-or-central-banker-spanish-cops-allege-this-russian-both</a>.

<sup>&</sup>lt;sup>20</sup> Sam Thielman, NRA's Ties to Putin Allies Go Back Years, Talking Points Memo (Jan. 19, 2018), available at https://talkingpointsmemo.com/muckraker/nras-ties-to-putin-allies-go-back-years.

<sup>&</sup>lt;sup>21</sup> Stone & Gordon, supra note 5.

<sup>&</sup>lt;sup>22</sup> Duarte, Meyer & Pismennaya, supra note 19.

In describing the ongoing relationship between Mr. Torshin, Ms. Butina, and the NRA in the lead up to the 2016 presidential election, Glenn Simpson of Fusion GPS succinctly explained that "the Russians...[had] infiltrated the NRA." Representative Adam Schiff of California later explained that "[t]he issue of whether there was an effort to either create a back channel through the NRA, or provide funding through the NRA, has been an issue of concern for the [House Intelligence] committee, and something we've endeavored to look into with the limited resources we have."

### B. Legal Analysis

Federal law prohibits foreign nationals from making any contribution or expenditure in connection with an election to public office.<sup>25</sup> A foreign national is defined as an "individual who is not a citizen of the United States and who is not lawfully admitted for permanent residence."<sup>26</sup>

The Act further prohibits persons from (i) knowingly soliciting, accepting, or receiving a contribution or donation from a foreign national and (ii) "knowingly provid[ing] substantial assistance in the solicitation, making, acceptance, or receipt" of a contribution from a foreign national.<sup>27</sup> To make such a violation to "knowingly" a person must (i) have actual knowledge the person solicited is a foreign national, (ii) be aware of facts that would lead a reasonable person to conclude there is a substantial probability that the person solicited is a foreign national, or (iii) be aware of facts that would lead a reasonable person to inquire whether the person solicited is a foreign national, but fail to make such an inquiry.<sup>28</sup>

<sup>&</sup>quot; Hearing Before the H. Permanent Select Comm. On Intelligence, 115th Cong. (2018) (statement of Glenn Simpson, Co-Founder of Fusion GPS), available at <a href="http://docs.house.gov/meetings/IG/IG00/20180118/106796/HMTG-115-IG00-20180118-SD002:pdf">http://docs.house.gov/meetings/IG/IG00/20180118/106796/HMTG-115-IG00-20180118-SD002:pdf</a> ("Simpson Testimony" herein).

<sup>24</sup> Goldberg, supra note 12.

<sup>&</sup>lt;sup>25</sup> 11 C.F.R. § 110.20(b); 52 U.S.C. § 30121(b).

<sup>26 11</sup> C.F.R. § 110.20(a)(3)(ii).

<sup>&</sup>lt;sup>27</sup> Id. § 110.20(g), (h); 52 U.S.C. § 30121(a)(2).

In implementing the prohibition against providing substantial assistance to foreign nationals, the Commission determined the rule was "necessary...to prevent foreign national funds from influencing elections." For these purposes, "substantial assistance" means "active involvement in the solicitation, making, receipt or acceptance of a foreign national contribution or donation with an intent to facilitate successful completion of the transaction." In making this rule, the Commission made clear that the prohibition "covers, but is not limited to, those persons who act as conduits or intermediaries for foreign national contributions or donations."

Finally, the Act prohibits participation by foreign nationals in decisions involving election-related activities, including a prohibition on foreign nationals directing, dictating, controlling, or directly or indirectly participating in the decision-making process of any corporation, political organization or political committee with regard to that entity's election-related activities.<sup>32</sup> This prohibition extends to decisions concerning the making of contributions, donations, expenditures or disbursements in connection with elections.<sup>33</sup> Persons guilty of using foreign money to influence an American election through any of the methods described herein could be subject to both civil fines and criminal prosecution under federal law.<sup>34</sup>

As a 501(c)(4) organization, the NRA (and the NRA-ILA by extension) can generally accept contributions from foreign nationals to support its non-electoral activities and is not required to disclose its donors to the public when filing its annual Form 990 with the Internal Revenue Service.<sup>35</sup> However, neither the 501(c)(4) nor its political committee, NRA-PVF, can

<sup>&</sup>lt;sup>28</sup> 11 C.F.R. § 120(a)(4); FEC Adv. Op. 2016-10 (Parker).

<sup>&</sup>lt;sup>29</sup> Explanations and Justification, Assisting Foreign National Contributions or Donations, 67 Fed. Reg. 69,928, 69,945 (Nov. 19, 2002).

<sup>&</sup>lt;sup>30</sup> Id.

<sup>31 67</sup> Fed. Reg. at 69,945-46.

<sup>&</sup>quot; 11 C.F.R. § 110.20(i).

<sup>39 67</sup> Fed. Reg. at 69,945.

<sup>&</sup>lt;sup>14</sup> See 52 U.S.C. § 30109(a)(6), (d) (providing for civil and criminal penalties for knowing and willful violations).

<sup>35</sup> General Instructions for Schedule B, Form 990, available at https://www.irs.gov/pub/irs-pdf/f990czb.pdf:

(i) provide substantial assistance to facilitate the spending of foreign money to influence an American election, (ii) act as a conduit for an otherwise illegal foreign political contributions, or (iii) allow for a foreign national to participate in election-related decisions regarding the organization's activities.<sup>36</sup> NRA-PVF is further prohibited from soliciting, accepting, or receiving a contribution or donation from any foreign national and is required to disclose its donors to the FEC.<sup>37</sup>

According to sources, the NRA spent at least \$55 million dollars in connection with the 2016 election. Only contributions received by the NRA-PVF in connection with the 2016 election will be disclosed to the public. To put it another way, at least \$33 million was spent to influence federal elections in 2016, but the public will never learn the source of those contributions. This is particularly problematic given the news reports detailed above and the longstanding relationship between the NRA and prominent foreign nationals in Russia whose interests in influencing the outcome of the 2016 presidential election cannot be denied.

News sources indicate that Mr. Torshin was deliberately if not exclusively interested in the electoral activities of the NRA.<sup>39</sup> His repeated attempts at contacting the Trump campaign and meeting with Donald Trump demonstrate an obvious interest in participating in and influencing the 2016 election. Moreover, Mr. Torshin used his NRA contacts to facilitate these conversations and meeting requests with the Trump campaign.<sup>40</sup> In fact, Mr. Torshin was so deeply involved in the NRA's organization that Glenn Simpson of Fusion GPS—the research company hired to do opposition research on candidate Donald Trump—told Congress that the

<sup>36 11</sup> C.F.R. § 110.20(g), (h), (i).

<sup>&</sup>quot; Id. §§ 104.3(a)(2), 110.20(b).

<sup>38</sup> Stone & Gordon, supra note 5.

<sup>34</sup> Id.; Helderman & Hamburger, supra note 9.

<sup>40</sup> Stone & Gordon, supra note 5; Helderman & Hamburger, supra note 9.

Russians had "infiltrated" the NRA, specifically naming Alexander Torshin and Maria Butina in his testimony.

By infiltrating the NRA and gaining unfettered access to NRA donors and leaders, Mr. Torshin and Ms. Butina would have participated in the NRA's decision-making process regarding election-related activities — certainly indirectly if not directly. This relationship goes farther than simply attending NRA meetings. Mr. Torshin and Ms. Butina hosted a large group of top-level NRA donors in Moscow, and Ms. Butina then teamed up with NRA member and fundraiser Paul Erickson to form an LLC in advance of the 2016 election. While Mr. Erickson claims he and Ms. Butina formed this LLC to provide Butina with money for her graduate studies, news sources correctly characterize that as "an unusual way to use an LLC." In discussing the Butina-Erickson LLC, a different news source adds: "Here's another way LLCs could be used: as an intermediary between foreign agents and tax-exempt organizations that are not required by law to disclose their donors." Given allegations made against Mr. Torshin by the Spanish Civil Guard, this would not be the first time Mr. Torshin or those associated with him were accused of funneling money illegally.

Mr. Torshin and Ms. Butina had approximately 33 million opportunities to funnel foreign funds through the NRA, either directly through the NRA-ILA or indirectly through Bridges LLC and then the NRA. Because the NRA had reason to know of Mr. Torshin's objectives in influencing the 2016 presidential election, and had reason to know that any funds solicited by Mr. Torshin or Ms. Butina on behalf of the NRA would be solicited impermissibly from foreign

<sup>41</sup> Simpson Testimony, supra note 23.

<sup>&</sup>lt;sup>41</sup> Fandos, supra note 14; Stone & Gordon, supra note 5; Bridges LLC Business Entity Detail, S.D. Sec'y of State, available at

https://sosenterprise.sd.gov/BusinessServices/Business/FilingDetail.aspx?CN=064236191089001247030098158165 155023024203221157 (last accessed Jan. 21, 2018).

<sup>&</sup>lt;sup>43</sup> Stone & Gordon, supra note 5.

<sup>&</sup>quot;Goldberg, supra note 12.

<sup>45</sup> Duarte, Meyer & Pismennaya, supra note 19.

nationals, Respondents are complicit in any scheme that took place in connection with these individuals. The FEC purposefully added conduits and intermediaries to the prohibition on substantial assistance to prohibit such an arrangement. While the FBI and U.S. House of Representatives are both investigating the potential money trail from Torshin to the NRA, this question falls squarely within the FEC's jurisdiction and should be investigated by the Commission.

### **REQUESTED ACTION**

We respectfully request that the Commission investigate these claims and any additional coordination between Respondents and foreign nationals in connection with the 2016 presidential election. We also ask the Commission to enjoin Respondents from any further violations of the Act and assign the maximum fines permitted by law should the investigation lead to evidence of illegal foreign contributions or the facilitation thereof.

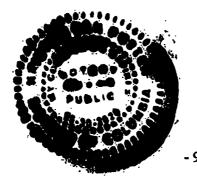
Sincerely

SUBSCRIBED AND SWORN to before me this 22 day of January of 2018.

Notary Public

My Commission Expires:

11-30-2021



## OFFICE OF GENERAL COUNSEL

2018 JAN 24 PH 12: 57

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Exhibit A

## efile GRAPHIC print - DO NOT PROCESS | As Filed Data -

DLN: 93493314006026

Form 990

## **Return of Organization Exempt From Income Tax**

OMB No 1545-0047

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Check if Schedule O contains a response or note to any line in this Part III Briefly describe the organization's mission

Per NRA Bylaws, to protect and defend the U S. Constitution to promote public safety, law and order, and national defense to train law enforcement agencies and civilians in marksmanship to promote shooting sports and hunting

<u>§</u> ≥ Did the organization undertake any significant program services during the year which were not listed on If "Yes," describe these new services on Schedule O the prior Form 990 or 990-EZ?

TYes No Did the organization cease conducting, or make significant changes in how it conducts, any program If "Yes," describe these changes on Schedule O • . • services? . M

expenses Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, Describe the organization's program service accomplishments for each of its three largest program services, as measured by the total expenses, and revenue, if any, for each program service reported

) (Revenue \$ induding grants of \$ 45,404,733 (Expenses \$ 4

the outdoors with a newcomer Finng that first gun, stargazing from your campsite, signing your hunting license, these are some of the warm, life-affirming firsts to associations, and shops. Explore competitive shooting, challenging shooters from novice to world-class levels to compete in more than 10,000 NRA-sanctioned matches. Americas unique outdoor hentage is foundational to what makes this country great. Be part of the NRAs mentoring movement by sharing your passion for the gold standard in firearms training. Please visit Explore NRA org to learn more. Explore hunting programs, building the next generations of safe and responsible outdoor loving Americans. Explore womens interests, promoting the largest growing demographic of new shooting enthusiasts. Explore law enforcement, offening the best in law enforcement, military, and security firearms instruction. Explore clubs and ranges, supporting a network of over 15,000 NRA-affiliated clubs, be celebrated and memorable expenences to be shared

) (Revenue \$ induding grants of \$ 35,465,774 ) (Expenses \$ (Code 츙

matter experts The NRA publishes four NRA Official Journals for NRA members, other magazines, and specialty digital channels targeted to specific populations such almed at educating, mobyating, and entertaining audiences of all ages than the NRA. The NRA does not wait for someone else to tell the stones of law-abiding gun with the community of outdoor lovers and safe and responsible shooting enthusiasts. NRA member communications give NRA members unnvaled content delivered as NRA Freestyle, NRA Women, and NRA Life of Duty, all part of NRA News. There may be no other brand in Amenca with a stronger suite of onginal programming Membership support. The highest value of being an NRA member is gun safety and training, including regular reinforcement of these lessons by keeping engaged through a growing multimedia platform, with real time, daily, weekly, and monthly updates, trenchant insights, and the most authoritative coverage from subject Firearms safety is the cornerstone of everything the NRA does for members OWNERS

grassroots work to preserve the Second Amendment for future generations of shooters and outdoor sportsmen and sportswomen. This legion of engaged and motivated members is the reason for the NRAs strength. NRAILA legislative issues involve firearms and ammunition regulation, recreational shooting on public lands, gun registnes, range preservation, veterans protection, international gun control threats, open and conceal cany laws, wildrife conservation, free speech, and a host protector and defender of the Second Amendment, the NRA promotes firearms safety, advocates against efforts to erode gun nghts and freedoms, fights for instatives aimed at reducing violent crime, and promotes hunters nghts and conservation efforts. NRA members recognize the vital importance of NRAILAs true Legislative programs. The NRA Institute for Legislative Action was created in 1975 to advocate on behalf of safe and responsible gun owners induding grants of \$ related matters. Please visit NRAILA org for the most current research and information 24,851,934 Code

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166,319,549) (Revenue \$ including grants of \$ Other program services (Describe in Schedule O ) 127,938,859 Total program service expenses▶ (Expenses \$ 含

233,661,300

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Form **990** (2015)

For	m 99	90 (2015)			Page 3
P	art 1	Checklist of Required Schedules			
	. 7.	s the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes,"</i>		Yes	No No
2		omplete Schedule A	1		NO
2		s the organization required to complete <i>Schedule B, Schedule of Contributor</i> s (see instructions)? 🔰	2	Yes	
3		old the organization engage in direct or indirect political campaign activities on behalf of or in opposition to andidates for public office? If "Yes," complete Schedule C, Part I 💆	3	Yes	
4	D	ection 501(c)(3) organizations.  Indicate the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II"	4		!
	a	s the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, ssessments, or similar amounts as defined in Revenue Procedure 98-197  f "Yes," complete Schedule C, Part III	5	Yes	
•	rı	old the organization maintain any donor advised funds or any similar funds or accounts for which donors have the ight to provide advice on the distribution or investment of amounts in such funds or accounts?  If "Yes," complete Schedule D, Part I	6		No
,		old the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II	7		No
		old the organization maintain collections of works of art, historical treasures, or other similar assets?  f "Yes," complete Schedule D, Part III 🥦	8	Yes	
	C	old the organization report an amount in Part X, line 21 for escrow or custodial account liability, serve as a ustodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt egotiation services? If "Yes," complete Schedule D, Part IV	9		No
7 3		old the organization, directly or through a related organization, hold assets in temporarily restricted endowments, ermanent endowments, or quasi-endowments? If "Yes;" complete Schedule D, Part V 🔰	10	Yes	
5 1: 2		f the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable	i		
2	a D	old the organization report an amount for land, buildings, and equipment in Part X, line 10?  f "Yes," complete Schedule D, Part VI	11a j	Yes	
		old the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII	11b		No
		Old the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII	11c		No
	r	old the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets eported in Part X, line 16? If "Yes," complete Schedule D, Part IX	11d		No
	9	old the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X	11e	Yes	<u> </u>
	a	Old the organization's separate or consolidated financial statements for the tax year include a footnote that inddresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X	11f	Yes	
1		Old the organization obtain separate, independent audited financial statements for the tax year?  If "Yes," complete Schedule D, Parts XI and XII **	12a	Yes	
	<b>ь</b> У	Vas the organization included in consolidated, independent audited financial statements for the tax year?  f "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional	12b	Yes	
1		s the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13		No
1		Old the organization maintain an office, employees, or agents outside of the United States?	14a		No
	b	Old the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, pusiness, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV	14b	Yes	<u> </u>
1	<b>5</b> (	Old the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or or any foreign organization? If "Yes," complete Schedule F, Parts II and IV	15		No
1	а	Old the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other issistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV	16		No
1	I	Old the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part X, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)	17	Yes	
	٧	Old the organization report more than \$15,000 total of fundraising event gross income and contributions on Part /III, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18	Yes	<u> </u>
	4	Old the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a7 If Yes," complete Schedule G, Part III	19		No
2		Old the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a		No
	b I	f "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b	1	}

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Par	t IV Checklist of Required Schedules (continued)			
21	Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I. and II	21	Yes	
22	Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III	22	Yes	
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule 3	23	Yes	! 
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K If "No," go to line 25a	24a		No
Þ	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
ļ	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.  Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Pait I	25a		No
] ь 3	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-E2? If "Yes," complete Schedule L, Part I	25b		No
5 26 5	Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? If "Yes," complete Schedule L, Part II	26		No
<sup>7</sup> 27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? If "Yes," complete Schedule L, Part III	27		No
28	Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
а	A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28a		No.
	A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L,	28b		No
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV	28c		No
29	Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M	29	Yes	
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Pait $I$ .	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets?  If "Yes," complete Schedule N, Part II	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301 7701-2 and 301 7701-3? <i>If "Yes," complete Schedule R, Pait I</i>	33		No
34		34	Yes	
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a	Yes	1
t	If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes;" complete Schedule R, Part V, line 2	35b	Yes	
36		36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI	37		No
38		38	Yes	

Form 990 (2015)

Par	ort V Statements Regarding Other IRS Filings and Tax Compliance				
	Check if Schedule O contains a response or note to any line in this Part V	<del> </del>	<del>.</del> ,	· · · ·	<u>-</u>
	a Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable 1a	1,105	+	Yes	No
	b Enter the number of Forms W-2G included in line 1a Enter -0 - if not applicable  1b	1,103	1	j	
	. L.		- }		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and gaming (gambling) winnings to prize winners?		Lc	Yes '	
2a	a Enter the number of employees reported on Form W-3, Transmittal of Wage and	·	7	$\neg \neg$	
	Tax Statements, filed for the calendar year ending with or within the year covered by this return	852	ŀ		
	by this return		1ь	Yes	
	Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instruc	tions)	_	+	
<b>3</b> a	a Did the organization have unrelated business gross income of \$1,000 or more during the year?	[ ;	Ja 📗	Yes	
Ь	b If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule	.o [3	ь	Yes	
<b>4a</b>	a At any time during the calendar year, did the organization have an interest in, or a signature or ot		T		
	over, a financial account in a foreign country (such as a bank account, securities account, or other account)?	er financial	la	]	No
b		<u> </u>	寸		
	See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financi	al Accounts	-	}	
	(FBAR)	L			
5a	a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year	ar <sup>a</sup> [1	Sa	]	Νo
Þ	<b>b</b> Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter tr	ansaction?	5b		No
c	c If "Yes," to line 5a or 5b, did the organization file Form 8886-T?				
_	Bookhamanahan bana sanusi	<b>)</b>	5c		
Ę2	ia Does the organization have annual gross receipts that are normally greater than \$100,000, and organization solicit any contributions that were not tax deductible as charitable contributions?	old the	5a	Yes	
ь	If "Yes," did the organization include with every solicitation an express statement that such conf	ributions or gifts	$\dashv$		
_	were not tax deductible?	_ · · · L	5b	Yes	
7		1	_ ]	j	
a	a Did the organization receive a payment in excess of \$75 made partly as a contribution and, partly services provided to the payor?	ror goods and	7a		
ь	b If "Yes," did the organization notify the donor of the value of the goods or services provided?	h	76		
	c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which	<b></b>	一十		
	file Form 8282?	· · ·	7c		
d	d If "Yes," indicate the number of Forms 8282 filed during the year		- 1		
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal beneated.		]	]	
_		<u></u>	7e		
<b>f</b>	f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit of		71		
g	g If the organization received a contribution of qualified intellectual property, did the organization for required?		ود	- {	
h	h If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the org	anization file a	┪		
_	Form 1098-C?	· · · ·	7h		
8	Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holding.	nds at any time	1	1	
	during the year?	· ' 1	8	1	
9a	Ba Did the sponsoring organization make any taxable distributions under section 4966?	<b>├</b>	9a		
Ь		h	9b		
10	Section 501(c)(7) organizations. Enter	į.	$\dashv$		
а	a Initiation fees and capital contributions included on Part VIII, line 12 10a				
Þ			]	ĺ	
	facilities  Section E01/cV(12) organizations, Enter		1	i	
11	Section 501(c)(12) organizations. Enter  a Gross income from members or shareholders	}	- }		
a b			- [		
	against amounts due or received from them )		l	İ	
122	la Section 4947(a)(1) non-exempt charitable trusts.Is the organization filing Form 990 in lieu of Fo	rm 1041?	.2a		
	b If "Yes," enter the amount of tax-exempt interest received or accrued during the				
_	year 12b		- }		
13	Section 501(c)(29) qualified nonprofit health insurance issuers.		- [		
•	3. To the arganization becaused to seems graphfied health alone in more than any above and a seem to see any	.mahmuahus == 5	- [		
•	a Is the organization licensed to issue qualified health plans in more than one state? Note. See the additional information the organization must report on Schedule O		.3a		
ь	b Enter the amount of reserves the organization is required to maintain by the states	•  -	$\neg$		
	in which the organization is licensed to issue qualified health plans		1	į	
c			ļ		
	is Did the organization receive any payments for indoor tanning services during the tax year?	<u> </u>	l4a		No
ь	<b>b</b> If "Yes." has it filed a Form 720 to report these payments? If "No." provide an explanation in Schedule.	ula∩ le	IAH İ		i

Part VI	Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, describe the circumstances, processes, or changes in Schedule O. See instructions.	or 10	b belo	_
Saction	Check if Schedule O contains a response or note to any line in this Part V.I	••	• • •	
Section	A. Governing body and regulagement		Yes	No
1a Enter year	the number of voting members of the governing body at the end of the tax  1a 76			
body,	re are material differences in voting rights among members of the governing or if the governing body delegated broad authority to an executive committee lilar committee, explain in Schedule O			
	the number of voting members included in line 1a, above, who are endent 1b 71			
2 Did a	ny officer, director, trustee, or key employee have a family relationship or a business relationship with any officer, director, trustee, or key employee?	2		No
3 Did ti	ne organization delegate control over management duties customarily performed by or under the direct vision of officers, directors or trustees, or key employees to a management company or other person?	3		No
4 Did th	ne organization make any significant changes to its governing documents since the prior Form 990 was	4		No
5 Did ti	e organization become aware during the year of a significant diversion of the organization's assets? .	5		No
6 Did ti	ne organization have members or stockholders?	6	Yes	
more	ne organization have members, stockholders, or other persons who had the power to elect or appoint one or members of the governing body?	7a	Yes	
or pe	ny governance decisions of the organization reserved to (or subject to approval by) members, stockholders, sons other than the governing body?	7b	Yes	
	ne organization contemporaneously document the meetings held or written actions undertaken during the by the following			
_	overning body?	8a	Yes	<u> </u>
	committee with authority to act on behalf of the governing body?	8b	Yes	<u> </u>
	re any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the ization's mailing address? <i>If "Yes," provide the names and addresses in Schedule O</i>	9		l N
	B. Policies (This Section B requests information about policies not required by the Internal R	even	ue Cod	e.)
			Yes	N
LOa Did ti	ne organization have local chapters, branches, or affiliates?	10a		N
	es," did the organization have written policies and procedures governing the activities of such chapters, tes, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
the fo		11a	Yes	
	ribe in Schedule O the process, if any, used by the organization to review this Form 990			ļ
	he organization have a written conflict of interest policy? If "No," go to line 13	12a	Yes	
rise t	officers, directors, or trustees, and key employees required to disclose annually interests that could give o conflicts?	12b	Yes	_
	ne organization regularly and consistently monitor and enforce compliance with the policy? <i>If "Yes," describe</i> nedule O how this was done	12c	Yes	
<b>13</b> Did t	ne organization have a written whistleblower policy?	13	Yes	
<b>14</b> Did t	ne organization have a written document retention and destruction policy?	14	Yes	
	ne process for determining compensation of the following persons include a review and approval by rendent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a The	rganization's CEO, Executive Director, or top management official	15a	Yes	L
<b>b</b> Othe	r officers or key employees of the organization	15b	Yes	
	es" to line 15a or 15b, describe the process in Schedule O (see instructions)	ļ	ļ	
taxal	he organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a ble entity during the year?	16a	 	N
parti	es," did the organization follow a written policy or procedure requiring the organization to evaluate its Expation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the Dization's exempt status with respect to such arrangements?			
	1 C. Disclosure	16b	Ц	<u> </u>
	he States with which a copy of this Form 990 is required to be filed.			
	AK, AL, AR, AZ, CA, CO, CT, DC, LA, MA, MD, ME, MN, MO, MS, NC NY, OH, OK, OR, PA, RI, SC, TN, WV	, ND ,	NH, N	, NI

Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c) (3)s only) available for public inspection. Indicate how you made these available. Check all that apply

Own website A nother's website 
Upon request Other (explain in Schedule O)

19 Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year

20 State the name, address, and telephone number of the person who possesses the organization's books and records
▶Wilson H Phillips Jr Treasurer Nati 11250 Waples Mill Road Fairfax, VA 220307400 (703) 267-1000

## Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated **Employees, and Independent Contractors**

Check if Schedule O contains a response or note to any line in this Part VII

### Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed Report compensation for the calendar year ending with or within the organization's tax year

- List all of the organization's current officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation Enter -0 - in columns (D), (E), and (F) if no compensation was paid
- List all of the organization's current key employees, if any See instructions for definition of "key employee"
- List the organization's five current highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations
- List all of the organization's former officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations
- List all of the organization's former directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

List persons in the following order individual trustees or directors, institutional trustees, officers, key employees, highest compensated employees, and former such persons

(A) Name and Title	(B) Average hours per week (list anylors	more to perso and	tion ( han d on is l	one to	oox, an o /trus	fficer stee)		( <b>D</b> ) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099- MISC)	(F) Estimated amount of othe compensation from the
	for related organizations below dotted line)	Individual trustee or director	Institutional Trustes	Officer	key employee	Highest compensated employee	Former			organization ai related organizations
See Additional Data Table		ļ — —					Γ		<del> </del>	
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			_	_	<u> </u>	<u> </u>	_			<b></b>
		<u> </u>	_		↓_					

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and Title		(B) A verage hours per week (list any hours for related	more t perso and	tion ( han d in is i	one both	box, an r/tru	heck unless officer istee)		(D Report compen from organizat 2/1099-	table sation the tion (W-	(E) Reportable compensation from related organizations (V 2/1099-MISC	v-     °	(F) Estima mount of compens from t ganizati	ted fother ation he
		organizations below dotted line)	Individual truștee or director	Institutional Trustee	Officer	key employee	Highest compensated employee	Former					relati organiza	ed
See /	Additional Data Table										·			
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1b c	Sub-Total		ection	·	•	•	. •			$\Box$		7		
d	Total (add lines 1b and 1c)							538,192						
·	Total number of individuals (i \$100,000 of reportable comp							/e) w	ho receive	d more t	:han		T ::-	<del></del>
3.	Did the organization list any to on line 1a? If "Yes," complete					, ke		oγee	, or highes	t compe	nsated employee	3	Yes	No
4	For any individual listed on lin organization and related orga individual	ne 1a, is the sun inizations greate	of repo	ortabl	le co							4	Yes	No
5	Did any person listed on line services rendered to the orga									janizatio • •	n or individual for	5		No
	ection B. Independent C	ontractors												
1	Complete this table for your forcempensation from the organ	five highest com nization Report c	pens ate ompens	d ind	lepe 1 for	nder the	t cont	racto lar y	ors that rec ear ending	eived m	ore than \$100,00 within the organiza	0 of tion's	tax year	
		(A) Name and business	address							D	(B) escription of services		(C Compe	nsation
	ision Springside Dr 1, OH 44333										hip processing and on solicitations		20	0,308,437
Acke	man McQueen  NW Expressway									Public rel	ations and advertising	$\neg$	1	3,807,643
Oklat	naster		<del></del>							Postage :	shipping		-	9,625,410
Arling	N Lynn St ton, VA 22209 munications Corp of America		<u>, '                                   </u>		-	-				Fundraisi	ng printing mailing	_		8,685,334
1319 Bosto	5 Freedom Way on, VA 22713	· <del></del>												
1095	n Inc Venture Dr st, VA 24551						_			Fulfillmer	nt center			8,124,069
2	Total number of independent c \$100,000 of compensation fro	ontractors (inclu om the organizati	iding bu ion ▶ 1	t not	lim	ted	to thos	e lis	ted above	who red	eived more than			

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Part VIII Statement of Revenue Check if Schedule O contains a response or note to any line in this Part VIII (D) (B) (C) (A) Total revenue Related or Unrelated Revenue exempt business excluded from function revenue tax under revenue sections 512-514 Federated campaigns . . 1a Contributions, Gifts, Grants and Other Similar Amounts Membership dues . . . **1**b c Fundraising events . . . 19,068,256 Related organizations . . Government grants (contributions) All other contributions, gifts, grants, and 1f similar amounts not included above 75,913,776 Noncash contributions included in lines 1a-1f \$ 149,995 h Total. Add lines 1a-1f ....... 94,982,032 Business Code Program Service Revenue 2a Program fees 14,590,207 14,590,207 Member dues 165,664,978 165,664,978 All other program service revenue 180,255,185 Total. Add lines 2a-2f . Investment income (including dividends, interest, 1.108.539 1,108,539 and other similar amounts) . . . Income from investment of tax-exempt bond proceeds ... 17,820,307 17,820,307 Royalties . (ı) Real (II) Personal 1,351,081 Gross rents 2,045,386 Less rental expenses -694,305 Rental income or (loss) Net rental income or (loss) . . -694,305 -694,305 (i) Securities (II) Other Gross amount from sales of 21,093,303 than inventory Less cost or other basis and 21,929,859 -836,556 Gain or (loss) -836,556 -836,556 Gross income from fundraising Other Revenue events (not including of contributions reported on line 1c) See Part IV, line 18 . . .823,987 Less direct expenses . . . b 200,612 Net income or (loss) from fundraising events . . . 623,379 623,375 Gross income from gaming activities See Part IV, line 19 . . . b Less direct expenses . . . ь c Net income or (loss) from gaming activities . . 10a Gross sales of inventory, less returns and allowances . 21,445,536 Less cost of goods sold . . 7,133,931 Net income or (loss) from sales of inventory . 14,311,605 13,288,158 1,023,447 Miscellaneous Revenue Business Code 541800 24,702,441 24,702,441 11a Advertising 2,220,969 54180 2,220,95 Subscriptions 1,561,07 1,561,075 C Other unrelated business activity All ather revenue . . 654,571 654,571 Total. Add lines 11a-11d . . . . . 29,139,050 Total revenue. See Instructions .. . . . 336,709,238 195,764,312 27,286,963 18,675,931

## Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A)

	t include amounts reported on lines 6b, , 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to domestic organizations and domestic governments See Part IV, line 21	12,000	12,000		
2	Grants and other assistance to domestic individuals. See Part IV, line 22				<del> </del>
3	Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15	79,500	79,500		
_	and 16	0		<del> </del>	
4	Benefits paid to or for members	0		<del> </del>	
	Compensation of current officers, directors, trustees, and key employees	8,538,155	3,338,969	4,723,603	475,583
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	0			·
7	Other salaries and wages	38,762,627	29,751,362	6,383,787	2,627,478
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	7,397,948	4,712,450	2,168,676	516,822
9	Other employee benefits	5,304,035	3,892,944	1,040,550	370,541
10	Payroll taxes	2 405 393	2 400 411	669 071	227 000
11	Fees for services (non-employees)	3,405,382	2,499,411	668,071	237,900
	Management	<del></del>	<del></del>	<del>  </del>	<del></del>
ь	Legal	4,544,582	4,236,215	308,367	
	Accounting	124,970	4,230,213	124,970	<del></del>
ď	Lobbying	1,144,100	1,144,100	<del> </del>	
- e	Professional fundraising services See Part IV, line 17	4,997,495		<del> </del>	4,997,495
f	Investment management fees	113,365	<u> </u>	113,365	1,051,140
g	Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)	0		333,333	
12	Advertising and promotion	36,948,713	30,059,840		6,888,873
13	Office expenses	7,529,022	4,649,329	2,879,693	
14	Information technology	10,159,314	5,758,299	4,401,015	
15	Royalties	0			
16	Occupancy	1,942,702	857,201	1,085,501	
17	Travel	7,695,386	5,718,842	1,976,544	
18	Payments of travel or entertainment expenses for any federal, state, or local public officials	0			
19	Conferences, conventions, and meetings	7,625,204	6,129,880	1,495,324	
20	Interest	1,259,802	818,036	441,766	
21	Payments to affiliates	0			
22	Depreciation, depletion, and amortization	3,453,780	2,529,536	924,244	
23	Insurance	1,188,011	1,188,011		
24	Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24e If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O)				
a	Additional member communications expenses	68,369,024	50,399,454		17,969,570
b	Additional training and community service expenses	33,302,500	33,302,500		
c	Additional printing and publications expenses	24,712,927	24,712,927		
d	Fulfillment materials	9,487,257	8,176,571	134,381	1,176,305
e	All other expenses	15,436,766	9,693,923	2,983,192	2,759,651
25	Total functional expenses. Add lines 1 through 24e	303,534,567	233,661,300	31,853,049	38,020,218
26	Joint costs.Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation Check here Fif following SOP 98-2 (ASC 958-720)				
				F	orm <b>990</b> (2015)

	t X	Balance Sheet Check if Schedule O contains a response or note to any I	ine in this Part X	<u> </u>	<u>.</u> .	<u></u>
				(A) Beginning of year		(B) End of year
	1	Cash-non-interest-bearing		,	1	
	2	Savings and temporary cash investments		16,369,381	2	20,168,474
	3	Pledges and grants receivable, net		2,160,545	3	1,758,682
	4	Accounts receivable, net		57,547,065	4	64,092,540
	5	Loans and other receivables from current and former off trustees, key employees, and highest compensated em II of Schedule L				
	ļ				5	
Assets	6	Loans and other receivables from other disqualified per section 4958(f)(1)), persons described in section 4958 contributing employers and sponsoring organizations of voluntary employees' beneficiary organizations (see ins	3(c)(3)(B), and section 501(c)(9)		6	
ŝ	7	Notes and loans receivable, net		3,018,999	7	3,004,58
-	8	Inventories for sale or use		15,786,159	8	10.878.59
٠	1	Prepaid expenses and deferred charges		4,251,978	9	5,207,839
	9			4,231,810	9	3,201,03
	10a	Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D	10a 75,679,606	5		
	þ	Less accumulated depreciation	10b 38,792,542	38,542,719	10c	38,887,06
	11	Investments—publicly traded securities		59,225,582	11	60, 176,25
	12	Investments—other securities See Part IV, line 11 .		3,984,651	12	3,721,86
	13	Investments—program-related See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets See Part IV, line 11		6,723,371	15	6,943,73
	16	Total assets.Add lines 1 through 15 (must equal line 3	<u>4)</u>	207,610,450	16	214,839,62
	17	Accounts payable and accrued expenses		78,771,321	17	78,902,06
	18	Grants payable			18	
	19	Deferred revenue		44,691,740	19	26,873,32
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability Complete Part IV	of Schedule D		21	
Z Ees	22	Loans and other payables to current and former officers key employees, highest compensated employees, and	disqualified			
Liabilite	1	persons Complete Part II of Schedule L			22	
Ĩ	23	Secured mortgages and notes payable to unrelated this	d parties	36,392,583	23	29,417,37
	24	Unsecured notes and loans payable to unrelated third i	parties		24	
	25	Other liabilities (including federal income tax, payables and other liabilities not included on lines 17-24)  Complete Part X of Schedule D	s to related third parties,			
				5,155,082	25	4,288,70
	26	Total liabilities.Add lines 17 through 25	<u> </u>	165,010,726	26	139,481,46
ر د د		Organizations that follow SFAS 117 (ASC 958), check i lines 27 through 29, and lines 33 and 34.	here > 🕡 and complete			
5	27	Unrestricted net assets		-1,013,786	27	27,802,71
Š	28	Temporarily restricted net assets		7,998,213		7,349,40
	29	Permanently restricted net assets		35,615,297	29	40,206,04
iver Assets of Fully Calances		Organizations that do not follow SFAS 117 (ASC 958), complete lines 30 through 34.	check here > and			
S	30	Capital stock or trust principal, or current funds			30	•
V V	31	Paid-in or capital surplus, or land, building or equipmen			31	
Ĭ	32	Retained earnings, endowment, accumulated income, of	•		32	<del></del>
נו	33	Total net assets or fund balances		42,599,724		75,358,16
_	1	Total liabilities and net assets/fund balances				, 5,000, 10

	Check if Schedule O contains a response or note to any line in this Part XI	<del></del>		· · ·	·   <b>√</b>
1	Total revenue (must equal Part VIII, column (A), line 12)	1		336,7	09,238
2	Total expenses (must equal Part IX, column (A ), line 25)	2			34,567
3	Revenue less expenses Subtract line 2 from line 1	3		33,1	74,671
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4		42,5	99,724
5	Net unrealized gains (losses) on investments	. 5		-2,1	73,402
6	Donated services and use of facilities	6			
7	Investment expenses	7			
8	Prior period adjustments	8			
9	Other changes in net assets or fund balances (explain in Schedule O)	9		1,7	57,169
10	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10		75,3	58,162
Par	t XII Financial Statements and Reporting				
	Check if Schedule O contains a response or note to any line in this Part XII			<u> </u>	ـــــــــــــــــــــــــــــــــــــــ
				Yes	No
1	Accounting method used to prepare the Form 990 Cash Accrual Other  If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O				
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		2a		No
	If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or revi a separate basis, consolidated basis, or both	ewed on			
	Separate basis Consolidated basis Both consolidated and separate basis				

b Were the organization's financial statements audited by an independent accountant?

Consolidated basis

. If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate

c If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?

3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the

b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits

If the organization changed either its oversight process or selection process during the tax year, explain in

■ Both consolidated and separate basis

Form 990 (2015)

Part XI Reconcililation of Net Assets

basis, consolidated basis, or both

Single Audit Act and OMB Circular A-133?

Separate basis

Nο

2b

2c

**3a** 

**3**b

Yes

Yes

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